

FAX# 703 528 7880
CREDIT RISK !!
HARRIS REPORT FROM REP
OCT9/12 13.03
CHANGES
*** WFTV-TV ***

REP. # _____ OFF. # 6556 SALESMAN # _____

BUYER NAME KATIE KEULEMAN

SALES PRSN WA- JOE KNAUER

	CLASS: NATL.	LOCAL	REGIONAL
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CLASS: NATL.

LOCAL

REGIONAL

EST #1193 COMMENTS: (LINE, ORDER, INVOICE

DATE OCT9/12 13.03

STA:

CON CM

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS/WK	WEEK INVT	DAYS	TOTL SPTS
16	S		1100A-1200N	30		\$750.00	10/23	10/26	0		TU-F	0
AGENCY ADVERTISER CODE = AGENCY PRODUCT CODE = AGENCY EST# = 1193												
PROGRAM : THE VIEW CREDIT TAKEN FOR 4 SPOT(S) MISSED OCT23												
17	S		1100A-1200N	30		\$750.00	10/29	10/29	0		MON	0
PROGRAM : THE VIEW CREDIT TAKEN FOR 2 SPOT(S) MISSED OCT29												

REP: TEL# 703 528 7800 FAX# 703 528 7880
CREDIT ADVISORY: AGENCY CREDIT RISK !! OCT9/12 13.03
ORDER WORKSHEET HARRIS REPORT FROM REP *** WFTV-TV ***
CHANGES

LINE#	REP	CD	TIME PERIOD	LGTH	SEC	RATE	START DATE	END DATE	SPTS /WK	WEEK INVT	DAYS	TOTL SPTS
:LINE#	:	:	:	:	:	:	DATE	DATE	:	:	:	:SPTS:
23	S		1200N-1230P	30		\$500.00	10/27	10/27	0		SAT	0
PROGRAM : NOON NEWS/SAT												
CREDIT TAKEN FOR 1 SPOT(S) MISSED OCT27												
24	S		1200N-1230P	30		\$500.00	10/28	10/28	0		SUN	0
PROGRAM : NOON NEWS/SUNDAY												
CREDIT TAKEN FOR 1 SPOT(S) MISSED OCT28												
31	S		600P-700P	30		\$2,600.00	10/23	10/26	0		TU-F	0
PROGRAM : EYEWITNESS NEWS												
CREDIT TAKEN FOR 8 SPOT(S) MISSED OCT23												
32	S		600P-700P	30		\$2,600.00	10/29	10/29	0		MON	0
PROGRAM : EYEWITNESS NEWS												
CREDIT TAKEN FOR 2 SPOT(S) MISSED OCT29												
33	S		600P-630P	30		\$1,500.00	10/27	10/27	0		SAT	0
PROGRAM : EYEWITNESS NEWS												
CREDIT TAKEN FOR 1 SPOT(S) MISSED OCT27												
34	S		700P-730P	30		\$3,000.00	10/23	10/26	0		TU-F	0
PROGRAM : JEOPARDY												
CREDIT TAKEN FOR 4 SPOT(S) MISSED OCT23												
35	S		700P-730P	30		\$3,000.00	10/29	10/29	0		MON	0
PROGRAM : JEOPARDY												
CREDIT TAKEN FOR 1 SPOT(S) MISSED OCT29												
36	S		730P-800P	30		\$3,000.00	10/23	10/26	0		TU-F	0
PROGRAM : WHEEL OF FORTUNE												
CREDIT TAKEN FOR 3 SPOT(S) MISSED OCT23												
37	S		700P-800P	30		\$1,000.00	10/27	10/27	1		SAT	1
PROGRAM : JEOPARDY/WHEEL												
CREDIT TAKEN FOR 5 SPOT(S) MISSED OCT27												
39	S		1000P-1100P	30		\$6,000.00	10/29	10/29	0		MON	0
PROGRAM : CASTLE												
CREDIT TAKEN FOR 2 SPOT(S) MISSED OCT29												

REP HEADLINE# 6144805 TRF# 312015
\$\$\$ MOD# 0: UNAPPROVED REV #1 \$\$\$

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42	S		800P-900P	30		\$3,250.00	10/26	10/26	1		FRI	1
PROGRAM : SHARK TANK												
CREDIT TAKEN FOR 1 SPOT(S) MISSED OCT26												
43	S		900P-1000P	30		\$5,750.00	10/28	10/28	1		SUN	1
PROGRAM : SCANDAL												
CREDIT TAKEN FOR 1 SPOT(S) MISSED OCT28												
45	S		1135P-1210A	30		\$750.00	10/23	10/25	1		TU-TH	1
PROGRAM : NIGHTLINE												
CREDIT TAKEN FOR 2 SPOT(S) MISSED OCT23												
46	S		1205A-105A	30		\$400.00	10/23	10/25	0		TU-TH	0
PROGRAM : JIMMY KIMMEL												
CREDIT TAKEN FOR 4 SPOT(S) MISSED OCT23												
47	S		1205A-105A	30		\$400.00	10/29	10/29	1		MON	1
PROGRAM : JIMMY KIMMEL												
CREDIT TAKEN FOR 1 SPOT(S) MISSED OCT29												
STATION MAKEGOOD OFFERS:												
M1	OK'D		BUY#34				OCT23 (4/WK)		30S	\$3,000.00		(OCT9/12)
			BUY#35				OCT29		30S	\$3,000.00		
			BUY#36				OCT23 (3/WK)		30S	\$3,000.00		
			BUY#37				OCT27 (5/WK)		30S	\$1,000.00		
			BUY#39				OCT29 (2/WK)		30S	\$6,000.00		
			BUY#33				OCT27		30S	\$1,500.00		
			BUY#31				OCT23 (8/WK)		30S	\$2,600.00		
			BUY#32				OCT29 (2/WK)		30S	\$750.00		
			BUY#16				OCT23 (4/WK)		30S	\$750.00		
			BUY#17				OCT29 (2/WK)		30S	\$750.00		
			BUY#43				OCT28		30S	\$5,750.00		
			BUY#42				OCT26		30S	\$3,250.00		
			BUY#45				OCT23 (2/WK)		30S	\$750.00		
			BUY#46				TU-TH/1135P-1210A		30S	\$400.00		
			BUY#47				TU-TH/1205A-105A		30S	\$400.00		
			BUY#23				MON/1205A-105A		30S	\$500.00		
			BUY#24				SAT/1200N-1230P		30S	\$500.00		
							SUN/1200N-1230P		30S	\$500.00		

OFFER: NONE
CMT: DUE TO AGENCY CANCEL

REP HEADLINE# 6144805 TRF# 312015
\$\$\$ MOD# 0: UNAPPROVED REV #1 \$\$\$

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ORDER WORKSHEET HARRIS REPORT FROM REP
CHANGES ** WFTV-TV ***

OCT9/12 13.03

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OCT/12			90480.00			NOV/12			35970.00			
CONTRACT TOTAL												126450.00
TOTAL SPOTS												96

MARKET TOTALS \$626,323 WFTV 34% WKMG 21% WESH 28% WOFL 12% WKCF 1% WRBW 2% CABL 0%
WOPX 0% WRDQ 2% EFTV 0%

SVC- NSI
DEMOS- RA35+*

MOD CODE A-ADD B-BUY TYPE C-CANCELLED DE-DELETE E-EFF DATES L-LENGTH M-MAKEGOOD N-PROGRAM NAME
P-CLASS, PLAN, SECT Q-PAID PGM R-RATE S-SPOTS PER WEEK T-TIME X-LATE Y-DAYS Z-COMMENTS *-MULTIPLE